US General Services Administration

Innovative uses of GSA Schedules in Support of DoD & Federal Agencies Transformation Initiatives

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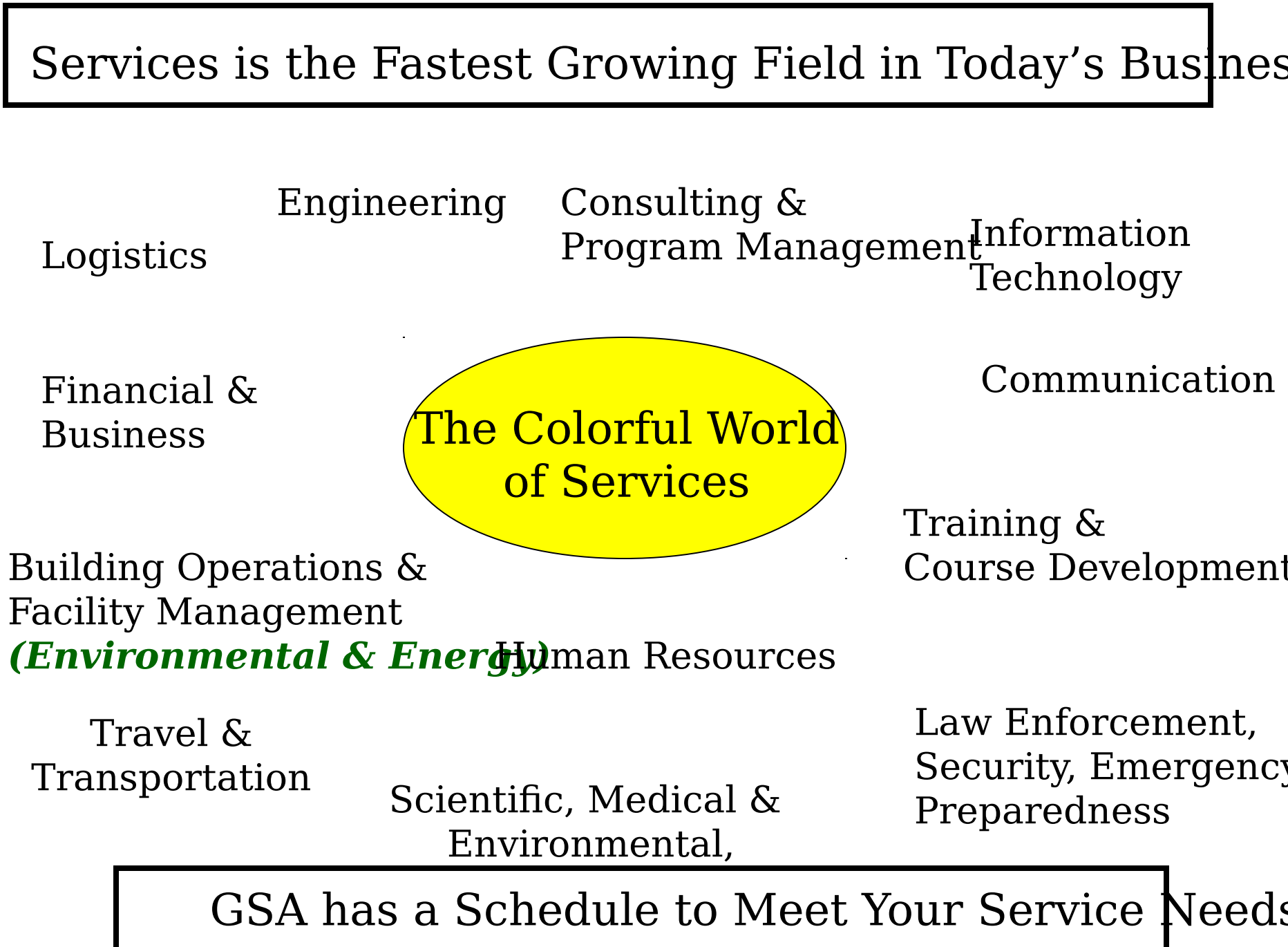
Purpose

To educate the Environmental and Energy Community on how GSA Schedules can be used simultaneously to satisfy emerging transformational requirements

Overview

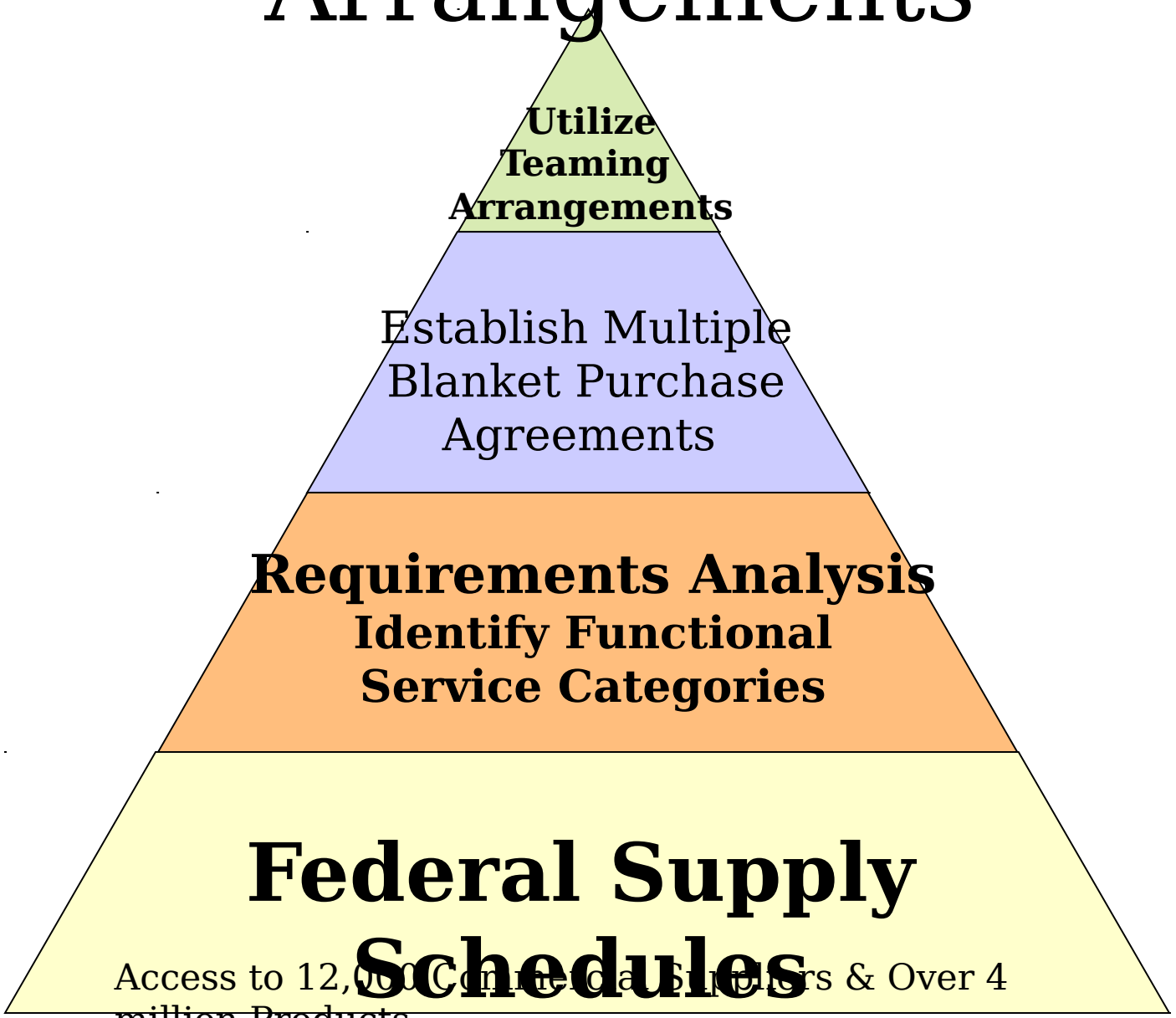
- **Flexible Business Arrangements Under The Schedules Program**
  - Contractor Teaming Arrangements
  - Blanket Purchase Agreements
  - Understanding Your Requirement
    - Identifying Your Service Categories
- **Examples**
  - NASA
  - Marine Corps Systems Command
  - Aviation Missiles Command

Services is the Fastest Growing Field in Today's Busines



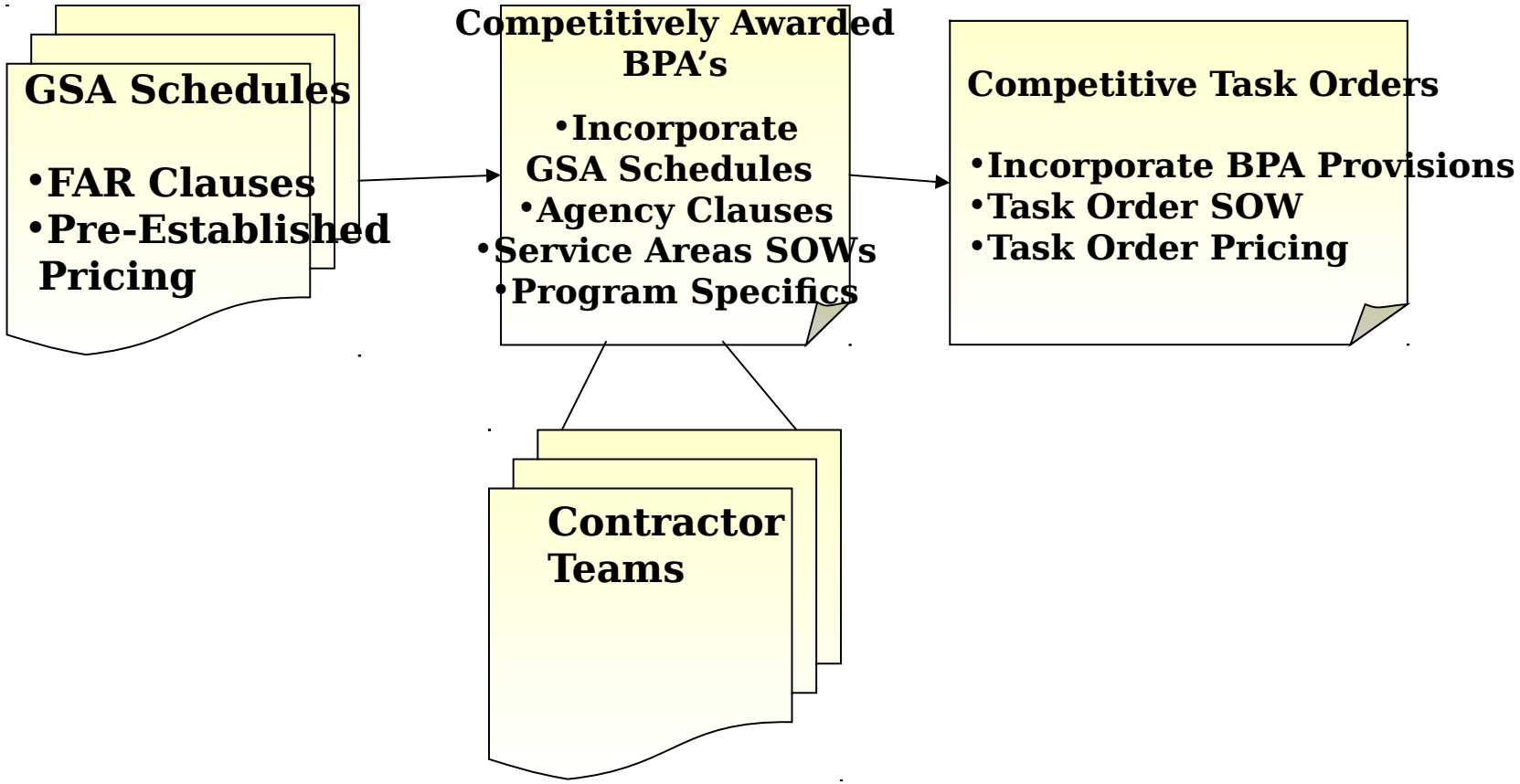
GSA has a Schedule to Meet Your Service Needs

Flexible Business Arrangements


Utilize Teaming Arrangements
Establish Multiple Blanket Purchase Agreements
Requirements Analysis
Identify Functional Service Categories
Federal Supply Schedules
Access to 12,000 Commercial Suppliers & Over 4 million Products

Business Model

Using BPA's and CTA's



Blanket Purchase Agreements Utilized Under The GSA

Contractor Team Arrangements

FAR Subpart 9.6

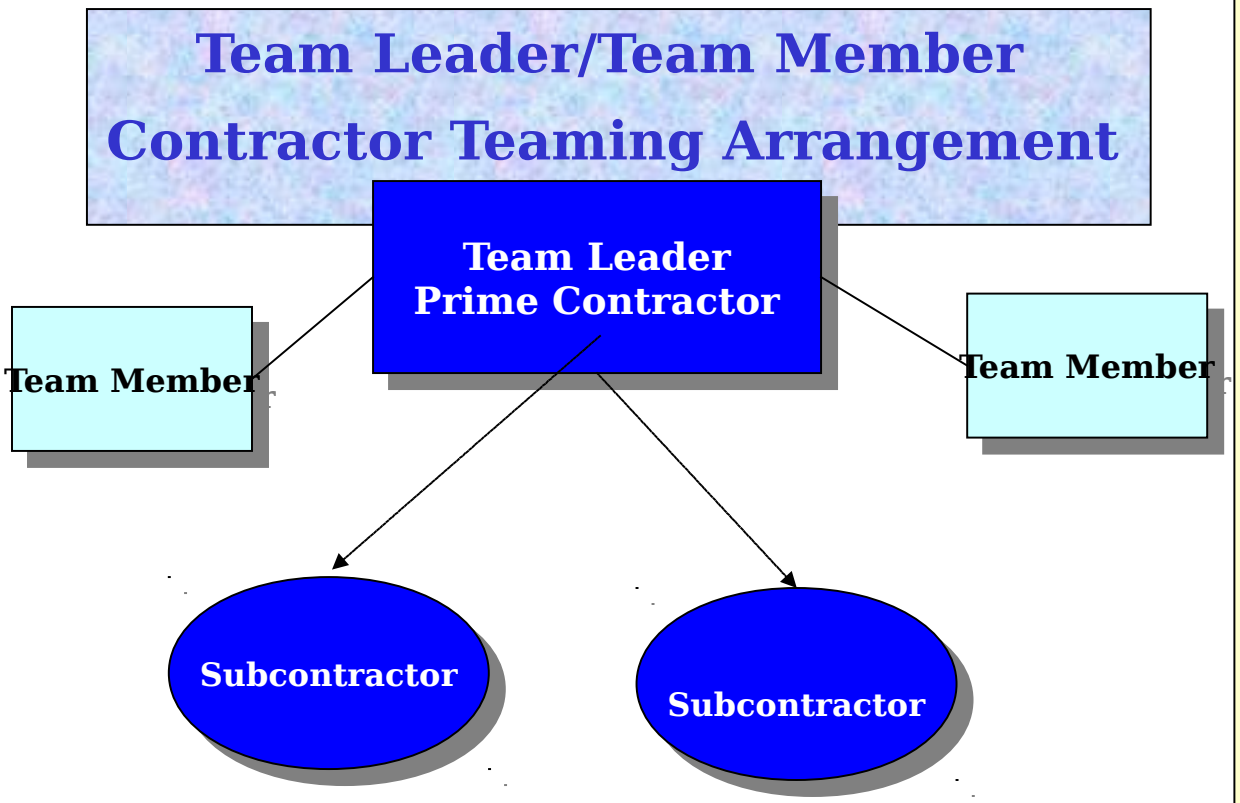
Definition

- Two or more companies form a partnership or joint venture to act as a potential prime contractor
- A potential prime contractor agrees with one or more other companies to have them act as its subcontractors under a specified Government contract or acquisition program

Desirable Features

- Enables Contractors to complem each others unique capabilities
- Offers the Government the best combination of performance, cos delivery
- Particularly appropriate for com acquisitions

ontractor Teaming Arrangements



- Team Leaders and Team Members must hold a GSA Schedule
- Contractor Teams are issued one BPA
- Task Orders may include Leader, Team Member and Subcontractor Effort
- Teams may propose that Task Orders be issued to Team Leader -or- directly to a Team Member

Team Leaders and Team Members use their GSA Schedule Rates
Subcontractors may be mapped to Prime Contractor's GSA Schedule

Technical Performance

- Prime/Team Lead is responsible for task order execution and coordination of team resources

- Prime/Team Lead is responsible for all personnel resources, performance quality, and deliverables associated with the task order.

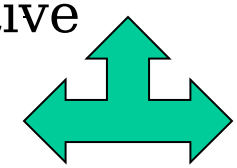
Establish Blanket Purchase Agreements

The BPA

- Simplified Acquisition Method
- Anticipated Repetitive Needs
- Qualified Sources of Supply
- Competitively Awarded

The Contractor's Perspective

- Continual Source of Orders
- Volume
- Expectation of Price Discounting



The Government's Perspectiv

- Flexibility in exact items, quan
and delivery
- Efficiencies by having summary
invoicing and consolidated paym
- Expectation of Best Pricing for
Order

BPA Basics

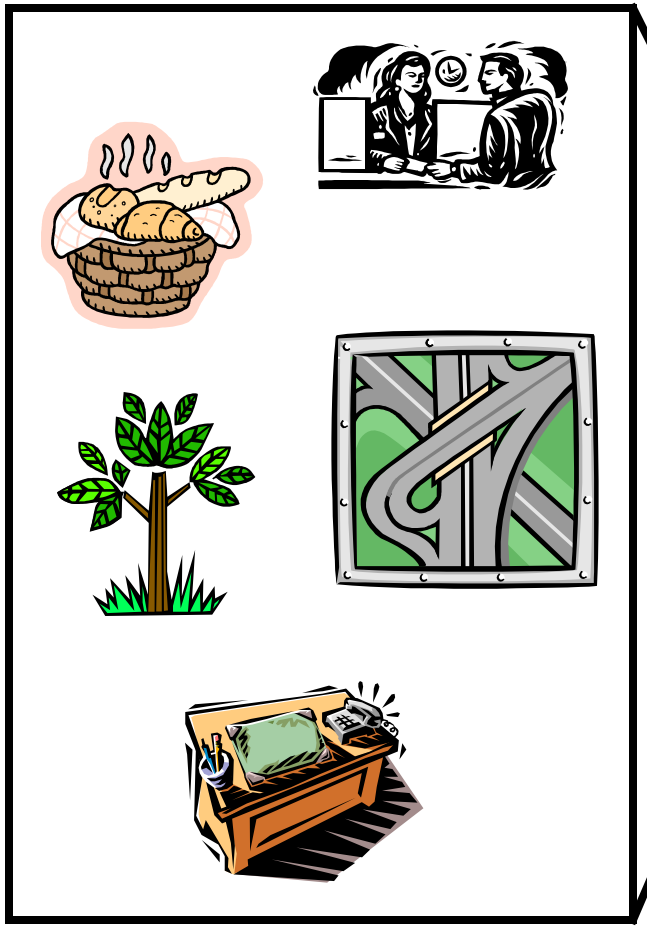
FAR 13.303, FAR 8.404(b)(4)

- BPA will specify
  - Scope
  - Estimated value
  - Duration
  - GSA Schedule numbers
  - Authorized Ordering Offices
  - Invoicing/billing procedures
  - Terms and conditions
  - Discount terms
  - Types of orders to be placed
  - BPA Termination

BPA Approach

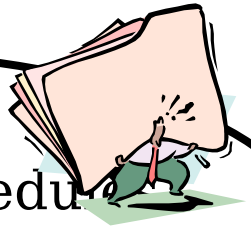
- Define Customer Requirements for Services
- Establish Service Categories that reflect technical and business requirements – Develop SOW
- Estimate Annual Activity/Business Volume
- Align Schedules Under Applicable Service Categories
- Issue Request For Quotes (RFQ)
- Issue BPA’s to Multiple Technically Qualified Contractors
- Task Orders Competed Among Prime/Team Lead BPA Holders
- Best Value Source Selection Criteria
- Review BPA Annually

Using the Schedules



Aggregate Your Requirements And ……

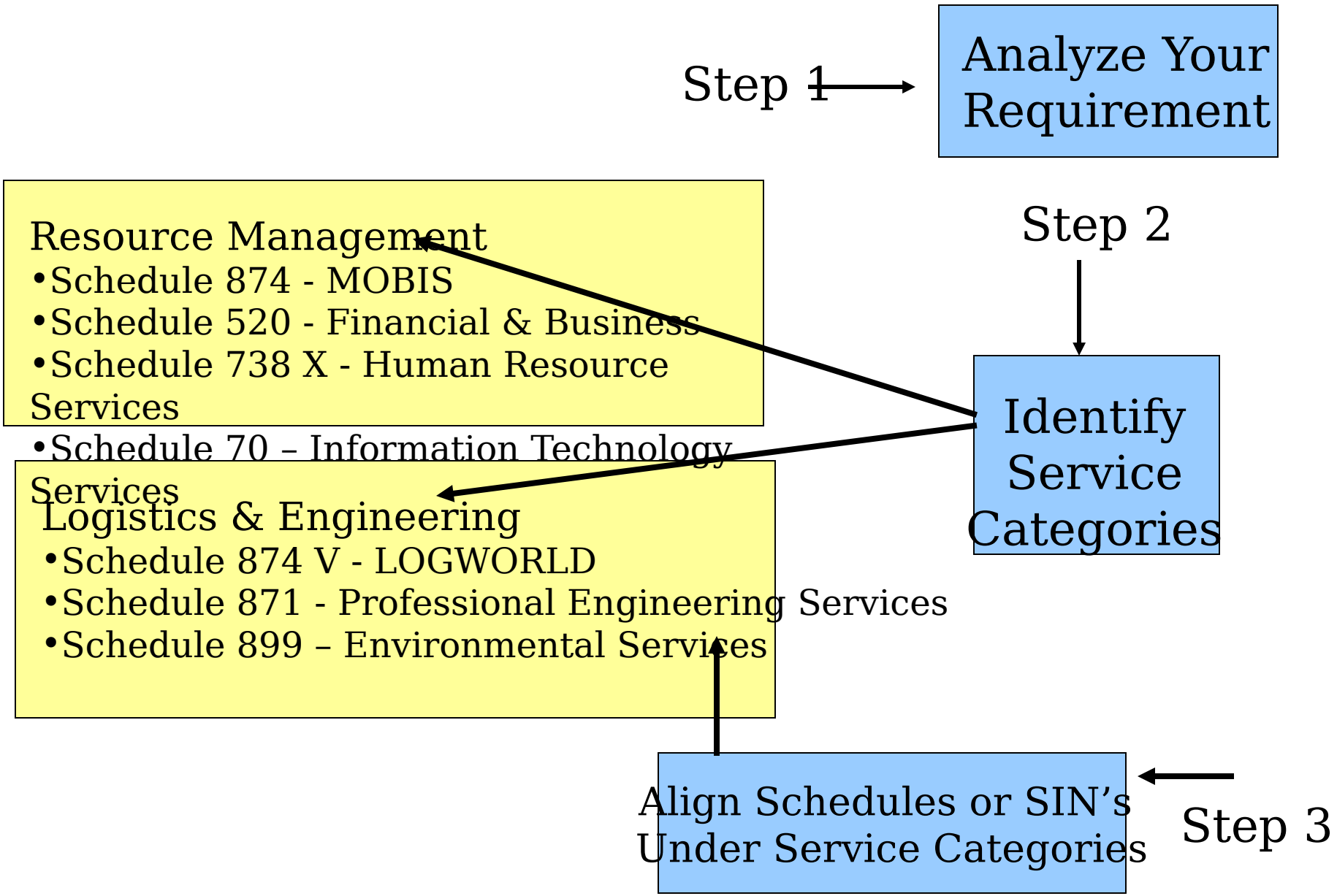
- Utilize a Single Sched
- Award to a Single Ven



- Utilize Several Schedu
- Award Blanket Purchase Agreem
- Utilize Contractor Teams

* Check out the Consolidated Schedule!

Analyzing Your Requirement


Step 1
Analyze Your Requirement
Step 2
Resource Management
•Schedule 874 - MOBIS
•Schedule 520 - Financial & Business
•Schedule 738 X - Human Resource Services
•Schedule 70 – Information Technology Services
Logistics & Engineering
•Schedule 874 V - LOGWORLD
•Schedule 871 - Professional Engineering Services
•Schedule 899 – Environmental Services
Identify Service Categories
Align Schedules or SIN's Under Service Categories
Step 3

Aggregated Services – One Schedule – One Contractor

NASA's Marshall Space Flight Center

Select Appropriate Schedule

Aggregated Requirement

- Logistic Support Services
  - Property
  - Mail
  - Move
  - Disposal
  - Motor Pool
  - Equipment Maintenance
  - Environmental
  - Food

Logistics Worldwide
(LOGWORLD) Schedule 874V

- **SIN 874-501 Supply & Value Chain Management Services**
- **SIN 874-502 Acquisition Logistics**
- **SIN 874-503 Distribution & Transportation Logistics Services**
- **SIN 874-504 Deployment Logistic Services**
- **SIN 874-505 Logistics Training Ser**
- **SIN 874-506 Support Products**
- **SIN 874-507 Operations and Maint**

Logistics Management & Support Se

Select Applicable SIN's

Aggregated Service Categories – Using Many Schedules – With Competitively Awarded BPA's – Utilizing Contractor Teaming Arrangements

Marine Corps Systems Command (MARSYSCOM)

Service Categories

- **Specialty Engineering** (5 CTA's)
- **Engineering & Scientific** (3 CTA's)
- **Business & Analytical** (8 CTA's)
- **Acquisition, Logistics & Admin.** (6 CTA's)

Product Groups

- **Combat Equipment Support Syst**
- **Transportation/Engineering Syst**
- **Armor & Fire Support**
- **Infantry Weapons Systems**
- **Battle Management & Air Defens**
- **Information Systems & Infrastru**

Solution Set

- **4 Service Categories**
- **8 GSA Schedules**
- **22 Blanket Purchase Agreements**
- **22 Prime Vendors**
- **111 Total Team Members**

Schedules

- **GSA Schedule 69 – Training Services**
- **GSA Schedule 70 – IT Services and S**
- **GSA Schedule 520 – Financial/Busine**
- **GSA Schedule 871 – Engineering Ser**
- **GSA Schedule 873 – Lab Testing & A**
- **GSA Schedule 874 – MOBIS**
- **GSA Schedule 874V - LOGWORLD**
- **GSA Schedule 899 – Environmental S**

Results of MARSYSCOM Competition

Specialty Engineering

- **Recommend**: 5 Prime Awards
- **Avg. Team Members**: 11
- **GSA Schedules:**
  - 874 – MOBIS
  - 871 – PES
  - 899 – Environmental Services
  - 70 – IT Services & Support
  - 873 – Lab Testing & Analysis

Business & Analytical

- **Recommend**: 3 Prime Awards
- **Avg. Team Members**: 8
- **GSA Schedules:**
  - 874 – MOBIS
  - 520 – Financial/Business
  - 69 – Training Services

Engineering & Scientific

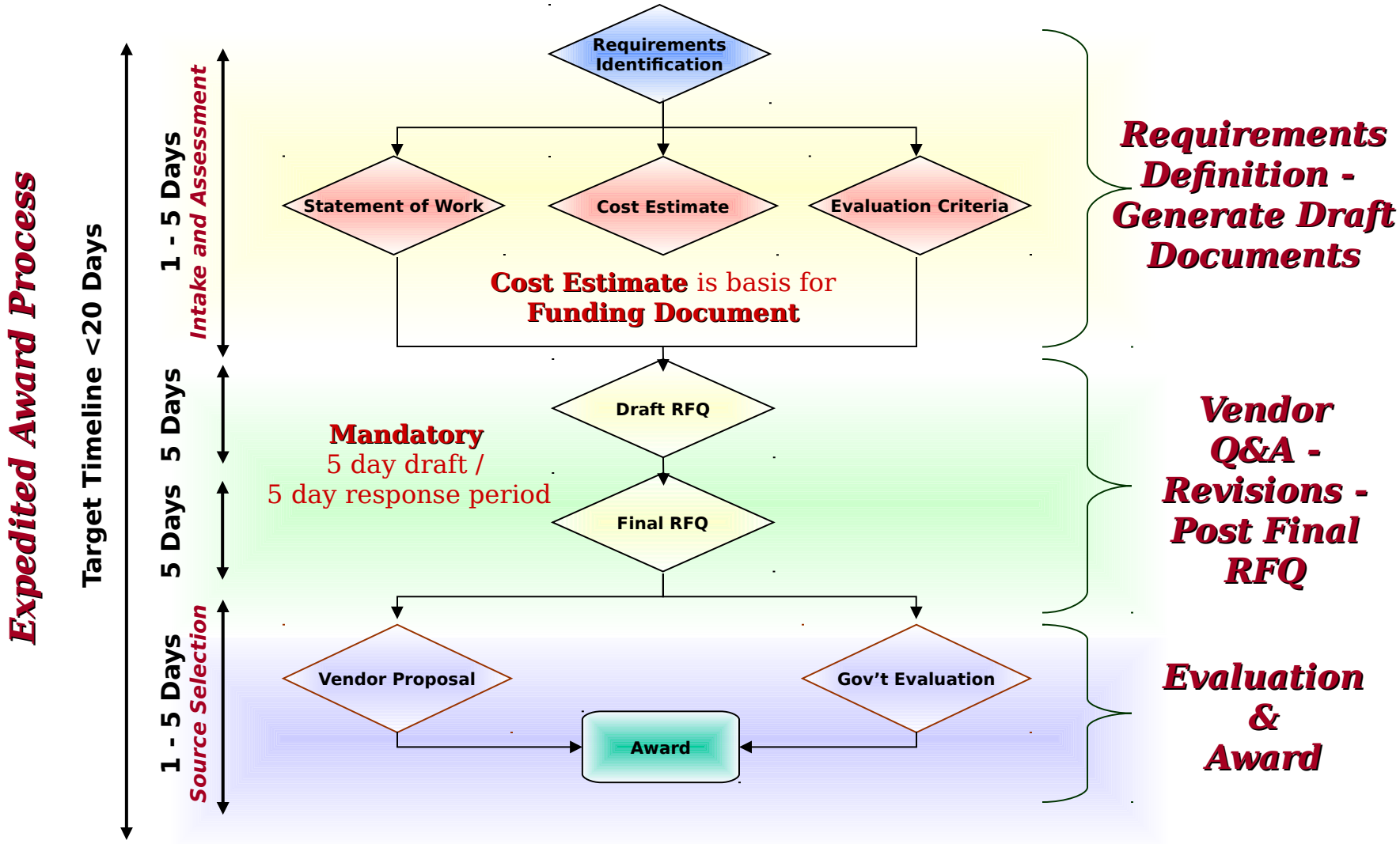
- **Recommend**: 8 Prime Awards
- **Avg. Team Members**: 12
- **GSA Schedules:**
  - 874 – MOBIS
  - 871 – PES
  - 70 – IT Services & Support

Acquisition, Logistics & Admin.

- **Recommend**: 3 Prime Awards
- **Avg. Team Members**: 11
- **GSA Schedules:**
  - 874 – MOBIS
  - 874 V - LOGWORLD

- Competitively Awarded Multiple BPA's – FAR 8.404
- Utilizing Contractor Teaming Arrangements – FAR 9.6
- Obtain Quantity/Volume Price Reductions at TO Level

eP2 Task Order Processing



Building Upon Success

Business Model Background

- February 2002
  - Acquisition Center for Support Services (ACSS) for Marine Corps Systems Command (MCSC) began groundwork to establish the Commercial Enterprise Omnibus support services (CEOss) program
  - August 2002 CEOss On-line
    - $3 billion IDIQ Business Model
    - Twenty-two Prime Vendors and One-hundred eleven Team Members
    - Utilizes sophisticated e-commerce application
- July 2003
  - U.S. Army Aviation and Missile Command (AMCOM) announces AMCOM EXPRESS

Aviation and Missile Command **(DRAFT)**

GSA - Providing Solutions

Programmatic

- **Recommend**: X CTA's
- **Avg. Team Members**: XXX
- **GSA Schedules:**
  - 871 – PES
  - 874 – MOBIS
  - Others ……?

Logistics

- **Recommend**: X CTA's
- **Avg. Team Members**: XXX
- **GSA Schedules:**
  - 874V – LOGWORLD
  - 871 – PES
  - Others ……..?

A M C O M

Technical

- **Recommend**: X CTA's
- **Avg. Team Members**: XXX
- **GSA Schedules:**
  - 871 – PES
  - 874 – MOBIS
  - 899 – Environmental Services
  - 70 – IT Services & Support
  - Others ……?

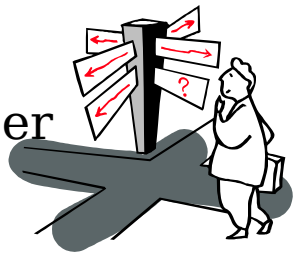
Business & Analytical

- **Recommend:** X CTA's
- **Avg. Team Members**: XXX
- **GSA Schedules:**
  - 520 – Financial/Business
  - 69 – Training Services
  - Others ……..?

Expedited Professional & Engineering Support Services

The Schedules Program
Fast – Effective - Flexible

- Fast
  - Established Terms and Conditions
  - Fair and Reasonable Price Determination
  - Compliant with Competition-in-Contracting Act
  - No Requirement to Advertise Task Orders
  - 15 day average to Issue Task Order under Schedules
- Effective
  - Over 12,000 Pre-qualified Vendors
  - Task Orders Count Towards Your Socioeconomic Goals
  - Low Administration Costs – Vendor Pays ¾ % Fee
- Flexible
  - Wide array of Product and Service Schedules
  - Blanket Purchase Agreements
  - Contractor Teaming Arrangements
- You're In Control of Your Requirement and Your Task Order



Useful Websites

- fss.gsa.gov
- fss.gsa.gov/schedules
- www.gsaelibrary.gsa.gov
- www.ebuy.gsa.gov
- fss.gsa.gov/umas
- www.marcorsyscom.usmc.mil/sites/acss/default.asp
- https://wwwproc.redstone.army.mil/acquisition/omnibus2/

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